9/9/56 (Item 28 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
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02609134 (THIS IS THE FULLTEXT)
Wal-Mart Streamlines Transportation Bidding **Process with The SABRE Group's Decision-Support Software; Wal-Mart Realizes Multimillion Dollar Savings With OptiBid**
PR NEWSWIRE
August 25, 1998
JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 386

FORT WORTH, Texas /PRNewswire/ -- The SABRE Group (NYSE: TSG) today announced that Wal-Mart has implemented OptiBid -- a software system that will modernize the retailer's truckload transportation **bidding** and lane assignment processes.

OptiBid allows Wal-Mart to streamline the dissemination and collection of information for its **bidding** process. Wal-Mart is thus able to select high- quality **carriers** that meet its capacity and service standards, yet still reduce its transportation costs by millions of dollars.

The OptiBid system provides **shippers** specific detailed freight and operational information to the **bidding** **carriers** and helps these **carriers** respond in more creative and efficient ways. Through OptiBid, **carriers** incorporate dedicated fleet applications, intermodal lane opportunities and "packaged" lanes into their **bids** . With this detailed information, **carriers** can reduce their cost structures and offer more competitive rates to the **shipper** , creating a 'win-win' for both parties.

"With OptiBid we have made astute decisions by comparing multiple scenarios based on cost, capacity, service and specific business objectives," said Ted Wade, director of corporate traffic for Wal-Mart. "To-date, these decisions have saved us a substantial portion of our transportation budget and we have projected million dollar savings annually for our company."

"By running user-defined 'what-if' scenarios, OptiBid simultaneously compares **carrier** responses to determine which solution best fits the **shippers** ' needs," said Thomas Sanderson, vice president of logistics for SABRE Technology Solutions, The SABRE Group's information technology division. "This not only produces significant savings for the **shippers** , but provides crucial analytical data to support their management decisions as well."

Additional OptiBid features include the ability to adjust historical shipment data based on projected future needs and to create standardized **bid** requests, which are distributed electronically to **carriers** .

The SABRE Group is a world leader in the electronic distribution of travel and travel-related services around the globe, and is a leading provider of information technology solutions for the travel and transportation industry, including customized software development and software products, transaction processing, systems integration, consulting and total information technology outsourcing.

SABRE is a registered service mark, and the SABRE Group logo is a service mark of an affiliate of The SABRE Group Inc.

Current SABRE Group news releases may be accessed via the **Internet** . Visit our **Web site** at http://www.sabre.com.

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14:16 EDT

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COMPANY NAMES: Wal Mart Stores Inc
PROVINCE/STATE: Texas
SIC CODES/DESCRIPTIONS: 7372 (Prepackaged Software)
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1|4|03

9/9/44 **(Item 16 from file: 20)**
DIALOG(R)File 20:Dialog Global Reporter
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05097863 (THIS IS THE FULLTEXT)
CAPS Logistics, Inc., a Baan Company, Launches BidPro **(TM) for** Carrier Bid **Optimization**
PR NEWSWIRE
April 26, 1999
JOURNAL CODE: WPRW LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 861

BidPro Assists **Shippers** in Selecting Low Cost **Carriers**

ATLANTA, April 26 /PRNewswire/ -- CAPS Logistics, Inc., a Baan Company, today announced the release of its new, **BidPro** product for **carrier bid** optimization and analysis, which is now **shipping** . **Shipping companies** can use **BidPro** to organize their (air, ground, water) transportation requirements, evaluate alternative **bids** , and then select those **bids** that meet their requirements with the least cost. The product enables logistics professionals to create transportation plans that efficiently use resources, cut transportation costs and improve customer service.

Shippers are developing long term partnerships and service contracts with selected **carriers** to overcome the high costs of purchasing transportation services. But analyzing **carrier** contract proposals is complicated, given complex pricing quotes, business constraints such as **carrier** capacity limitations or volume requirements, and the lack of standardized contract proposals.

Dr. Bill Nulty, Senior VP of Products for CAPS Logistics, Inc., A Baan Company, explains, " **BidPro** selects the set of **carriers** that best meet certain performance characteristics at the lowest cost. It is simply too expensive to buy transportation services every day in a reactive fashion -- **shippers** that can analyze and select the best longer-term partnerships with **carriers** will realize significant transportation savings."

The **carrier bid** process consists of three phases. First, **shippers** prepare a **bid** solicitation package that describes their transportation requirements. Second, **carriers** prepare pricing and service **bids** based on the **shipper** 's transportation requirements. Third, after receiving the **bids** from each **carrier** , **shippers** will evaluate the **bids** to determine the best mix of **carriers** to minimize costs, while best meeting their transportation and business requirements.

BidPro provides features that assist **shippers** with each phase of this **carrier bid** process. For data preparation, CAPS Logistics has incorporated a Microsoft(R) Excel Data Input Template to facilitate **shippers** in organizing their transportation requirements, including inbound and outbound shipping lanes and expected volumes. Using the template, **shippers** can easily structure and specify needed data, such as the origin and destination sites for each load and the load requirements. These templates are sent to **carriers** , who fill in the worksheets with their **bids** . Then, once the **shippers** have received the **carrier bids** , they can easily bring the **bids** from the Excel template into the **BidPro** application for analysis.

BidPro helps **shippers** analyze and evaluate each **bid** , incorporating advanced optimization capabilities to sort through **bids** and associated business constraints. Modeling features include: * **Carriers** , or particular **bids** on lanes that must be used or excluded * Minimum/maximum numbers of **carriers** to use in total, and at each facility * Lane by lane minimum/maximum volume allocations * Analysis of the impact of different service levels * Bundled lane **bids** or continuous move **bids** * Minimize cost scenarios or maximize profit scenarios

A powerful Scenario Manager allows users to ask "What if ... ?" questions to determine the set of **bids** that best meets their transportation requirements. Performance measures are also available for users in their analysis, as an additional method of evaluating **carriers** and their **bids** .

Other products in the Baan Company Logistics Solutions family include the RoutePro family (Vehicle Routing & Scheduling), and TransPro (Shipment Plan Optimization). Products in the Baan Supply Chain Solutions family include Planner (Advanced Supply Chain Planning), Scheduler (Advanced

Manufacturing Synchronization), Execution (Synchronized Manufacturing Execution), Demand Planner (Enterprise Demand Planning), Supply Chain Designer (Supply Chain Modeling & Optimization), and Supply Chain Coordinator (Tactical Supply Chain Planning).

About Baan Company

Founded in 1978, Baan Company (Amsterdam: BAAN; Nasdaq: BAANF) is a leading global provider of enterprise business software. Baan Company offers a comprehensive portfolio of best-in-class, component-based applications for front office, corporate office, and back office automation that are in use at approximately 12,000 customer sites worldwide. Baan Company products reduce complexity, improve core business processes, are faster to implement and use, are more flexible than our competitors' in adapting to business changes, and optimize the management of information throughout the entire value chain.

Baan Company has dual headquarters in Barneveld, The Netherlands and Reston, Virginia, USA and can be found on the **World** Wide **Web** at www.baan.com.

Statements in this press release using the words "believes," "expects," "anticipates," and the like are forward-looking statements within the meaning of the Securities Exchange Act of 1934, as amended, and as such are subject to a number of risks and uncertainties that could significantly affect outcomes. Actual outcomes, therefore, may differ materially from the expectations, estimates, or assumptions expressed in or implied by any such statements. Typical risks and uncertainties may be reviewed in the Baan Company's public filings on file with the U.S. Securities and Exchange Commission (including its most recent Form 20-F and 6-K).

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DESCRIPTORS: New Products & Services; Marketing; Company News
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REGIONS: Europe; European Union; Western Europe
SIC CODES/DESCRIPTIONS: 7372 (Prepackaged Software)
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00205082 19991029NYF012 (THIS IS THE FULLTEXT)
New Internet **Start-up will Match Empty Space of LTL** Carriers **with** Shippers **Seeking Cost Savings**
PR Newswire
Friday, October 29, 1999 11:00 EDT
JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 1,173

TEXT:
PLYMOUTH, Mass., Oct. 29 /PRNewswire/ - Several companies have partnered to form an **internet** service that matches the empty space of LTL (less-than-load) **carriers** with **shippers** in order to save as much as 20 percent in transportation costs over standard discounted rates.

The new company, GoLogistics.com, is a partnership of 1) freight management consultants, PMC Logistics, based in Plymouth, MA, 2) national logistics company, ICON Transportation, based in Remington, IN, and 3) Naugatuck, CT-based USCO Logistics, a leading North American provider of logistics services. GoLogistics is the brainchild of Russ Aborn, president of PMC Logistics, who recognized a steady migration of freight from LTL to truckload service and sought to reverse this trend.

According to Aborn, approximately 10%-20% of LTL linehaul miles are empty, significantly eroding the productivity and profit of LTL **carriers** . A prime reason for this underutilized capacity is that LTL costs for 5,000-25,000 pound shipments are priced for peak periods when it is more profitable for LTL **carriers** to exclude such shipments in favor of a larger number of small shipments. Because there is no downward price adjustment for slower periods when small shipments are less plentiful, **shippers** are finding more cost-effective alternatives, outside the LTL industry, for these 5,000-25,000 pound shipments. The industry's current solution to this dilemma is "spot rate" programs that require **shippers** to make dozens of phone calls to LTL **carriers** to identify the best rate. A quick and easy-to-use service to marry **shippers** with the right **carriers** , at the right time and the right price does not exist. GoLogistics.com will fill this void.

The **Internet** -enabled service will provide **shippers** the capability to purchase excess capacity on Less-Than-Load **carriers** on an as needed basis, based upon a "spot market" pricing program. Rates have been established using a uniform rate base for shipping between 5-digit zip codes. Under the program, **carriers** will enter discounts that they are willing to accept for shipping along various lanes. **Shippers** will also enter discounts for shipping over these same lanes for a specific shipment tender. The system will select the best (as defined by business rules supplied by the **shipper**) **carrier** who meets the **shipper** 's price criteria.

The service benefits both **carriers** and **shippers** equally, says Aborn.
Carrier benefits include:

-- Increased revenues and profits. GoLogistics.com will help reduce empty linehaul miles by providing visibility to freight that traditionally has moved via TL, TL stop-off, private fleet or specialty **carriers** .

-- Guaranteed value. **Carriers** pay GoLogistics.com only for the incremental revenue linked to shipments they choose to move.

-- Improved relations with key customers. GoLogistics.com provides **shippers** with alternatives when the member **carrier** cannot handle a shipment.

-- Reliability. GoLogistics.com pre-screens all consignors.

Shipper benefits include:

-- Reduced transportation costs. **Shippers** can move volume LTL to its destination without paying TL off-route miles. **Shippers** can name their desired price and **carriers** either match that price or submit their best rate.

-- Reliability. GoLogistics.com pre-screens all member **carriers** . Also, the service guarantees that the **carrier** selected has a truck in the area.

-- Reduced resource requirements. GoLogistics.com is a one-stop solution for the best price, as well as reporting, tracing and auditing.

"GoLogistics is the one place where **shippers** and LTL **carriers** both win," says Aborn. "When **shippers** know what space is available and LTL **carriers** know what freight is available there is an opportunity for everyone to have their needs met at a fair price."

To develop the software to power the GoLogistics.com solution, the company turned to the National Transportation Exchange (NTE), a pioneer in e-business ground transportation opportunities providing the industry's only real-time trading exchange. According to the partners, NTE was a natural fit since it had a proven, **Internet** -based, transportation execution system but was not a competitor. NTE's service is designed to offer real-time, trading services over the **Internet** to fill empty space on direct service **carriers** . GoLogistics.com was developed exclusively for the LTL **carrier** market. Enhancements to NTE's system are being developed, targeting a January launch of the service.

According to NTE President, Greg Rocque, "Ground-breaking e-business technologies will create tremendous new opportunities for supply chain effectiveness, productivity and profitability. GoLogistics' leverage of volume, talent and technology is unique and will create a powerful edge for its clients."

Here is how the GoLogistics.com system will work:

1. **Shipper** sends individual shipment data to GoLogistics on http://www.gologistics.com
2. GoLogistics screens for appropriate **carriers** and transmits

shipment information to them

3. **Carriers** **bid** or decline
4. GoLogistics pulls three best prices and sends **bids** to **shipper** **Shipper** makes **carrier** choice and sends data back to GoLogistics, which notifies selected **carrier**
5. Selected **carrier** confirms shipment coverage to GoLogistics, which sends confirmation to **shipper**

According to Aborn, the entire multi-step process is electronic and can be executed in minutes. **Shippers** note the time when a response must be received. The GoLogistics software can be pre-programmed so matches are made only on those shipments most appropriate for the **carrier** or **shipper** . For example, **carriers** can identify specific service areas where they are interested in moving freight; **shippers** can identify the types of shipments they want to move through the GoLogistics system. The system can be as automated or as manual as the user likes.

Carriers Now Signing Up

The GoLogistics.com service will be offered exclusively to LTL **carriers** . **Carriers** and **shippers** sign up and agree to adhere to membership rules designed to clarify the expectations of all the parties. Both **shippers** and **carriers** will pay a modest membership and start-up fee to cover implementation and training costs. For each shipment, **carriers** will pay a percentage commission to GoLogistics.com.

"This is found money to most **carriers** , who see the GoLogistics.com fee as a small percent of incremental profit," says Aborn. He adds, "Empty linehaul miles are a perishable commodity, just like unsold seats on an airline flight. Now, just like the airline industry, **carriers** have the option to discount this unused capacity in an open market exchange designed to bolster profits. We believe this freight, because it fills excess capacity with pinpoint accuracy, will be among the most profitable in the **carrier** 's system, despite an aggressive price."

GoLogistics.com will launch its service in January. **Carriers** and **shippers** can register with GoLogistics.com by visiting the company's **web** **site** at http://www.gologistics.com.

PMC Logistics is a non-asset-based freight management-consulting firm that provides solutions to optimize transportation service and cost. Services include **carrier** selection and rate negotiation, project management, freight bill auditing, private fleet analysis and traffic management.

ICON Transportation is an asset-based third party logistics provider specializing in time-definite delivery for the entertainment industry.

USCO Logistics is one of the largest logistics services companies in North America. Founded in 1967, USCO manages distribution for more than 300 companies from shared and dedicated distribution centers throughout the

U.S.,
Mexico and Canada.

SOURCE GoLogistics.com

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COMPANY NAMES: GoLogistics.com; PMC Logistics; ICON Transportation; USCO Logistics; PMC LOGISTICS INC; ICON TRANSPORTATION CO INC
GEOGRAPHIC NAMES: USA; AMERICAS; NORTH AMERICA
INDUSTRY NAMES: TRANSPORT; JOINT VENTURES; CORPORATE; NEW PRODUCT DEVELOPMENT; MARKETING; AIRLINES; FREIGHT; **INTERNET** ; LOGISTICS; RETAILING AND DISTRIBUTION; TRAVEL AND TOURISM; COMMUNICATIONS TECHNOLOGIES; COMPUTERS
EVENT NAMES: JOINT VENTURES; COMPANY PROFILES; NEW PRODUCT DEVELOPMENT; PRODUCT LAUNCHES; CORPORATE FINANCIAL DATA
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9/9/15 (Item 1 from file: 610)
DIALOG(R)File 610:Business Wire
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00114433 19991005278B1214 (THIS IS THE FULLTEXT)
(DSG.) Descartes Announces Collaborative Logistics Exchange; E-Business Solution To Help Increase Transportation Efficiencies Across Trading Partner Communities
Business Wire
Tuesday, October 5, 1999 09:06 EDT
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 739

TEXT:
WATERLOO, Ontario, Canada, Oct 5, 1999 (BUSINESS WIRE) - Web-Based E-Business Solution Enables **Shippers** and **Carriers** to Create Real-Time Freight Exchanges

The Descartes Systems Group Inc. (NASDAQ:DSGX), (TSE:DSG) a leading provider of e-business solutions for supply chain management, today announced the addition of Collaborative Logistics Exchange (CLE) - a Web-based freight exchange system to its DeliveryNet.LOG solution portfolio. CLE enables **shippers** , **forwarders** and logistics **companies** to
collaboratively plan future capacity utilization and manage a real-time load and equipment tendering process.

Shippers , **carriers** and **forwarders** finally have a system that will allow them to easily broadcast available transportation equipment capacities and shipment requirements across a trading partner community, " said Art Mesher, Descartes' executive vice president of corporate strategy. "With CLE, an airline, ocean **carrier** or trucker will be able to notify its trading partners of excess capacity and create a frictionless marketplace that enables spot **bids** or real-time bartering of prices and service agreements. Most important, unlike public load posting services and freight exchanges, CLE is designed to allow each trading partner to manage its own private trading partner communities, enabling a personalized trading exchange with its key suppliers and customers via the **Internet** ."

CLE offers **shippers** and **carriers** the flexibility to choose trading partners based on the specific requirements for the load as well as the **shippers** ' specific price and service requirements. Using CLE, **shippers** , logistics operators and **forwarders** can tender loads to a specific **carrier** for a specific load, to a selection of preferred **carriers** for a specific load or loads, or to all qualified **carriers** for the best **bid** . Such flexibility offers the **shipper** more control over its cost and customer service levels. **Carriers** can broadcast available capacities to a specific **shipper** or a group of **shippers** based on requirements.

From the loads posted by **shippers** , authorized **carriers** can select loads for review from the CLE **Internet** browser window. **Carriers** can review loads using specific search criteria, such as **shipper** , consignee or location (origin and/or destination). **Carriers** can also post equipment availability, accept or reject specific loads, and receive and confirm pick-up date, time and other information with their acceptance. When a **carrier** accepts a load via CLE, they can request detailed data via EDI, proprietary file layout, HTML or XML.

Total Trading Partner and Load Visibility From the time that a load is posted through the point of its delivery, CLE provides real-time visibility into the activities taking place within the logistics network. During the **bidding** process, **carriers** and dispatchers have access to information about tendered loads. Dispatchers can monitor load acceptance activity, receive automatic alerts when loads have not been accepted, and view the list of outstanding loads. Throughout the logistics and delivery process, **carriers** enter load status updates into the system. Updates may include pick-up and delivery date and time

confirmations and estimated time of arrival. If logistics activities deviate from plan, the system issues a delivery exception notification to the involved parties so that the problem may be proactively resolved before impacting the receiver.

About DeliveryNet.LOG

DeliveryNet.LOG is a Web-based collaborative fulfillment management and optimization solution that enables logistics service providers to create a custom-tailored logistics network for each customer's supply chain. DeliveryNet.LOG includes collaborative capacity planning, **Internet** -based load tendering and **carrier** availability notifications, **carrier** selection, and shipment and route optimization across common **carriers** and private fleets, considering both cost and revenue objectives. DeliveryNet.LOG also acts as a real-time command-and-control system, providing global shipment and inventory visibility and managing the dynamic information exchange between customers, suppliers, **carriers** of all modes, third-party logistics providers and other trading partners via the **Internet** .

About Descartes

Descartes develops e-business solutions for customer fulfillment networks. Descartes' industry-specific, prepackaged solution portfolios and its componentized applications enable companies to create high-performance customer fulfillment networks - aka DeliveryNets. These solutions empower organizations to deliver reliable, responsive customer service in a profitable manner and create innovative new products and services. Descartes products are used today by more than 850 companies in 35 vertical industries and 50 countries worldwide. For more information about Descartes, visit http://www.descartes.com

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GEOGRAPHY: INTERNATIONAL CANADA

INDUSTRY CODE: COMED
COMPUTERS/ELECTRONICS
INTERACTIVE/MULTIMEDIA/ **INTERNET**

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COMPANY NAMES: DESCARTES SYSTEMS GROUP INC; MDL HOLDINGS INC
INDUSTRY NAMES: FREIGHT; **INTERNET** ; LOGISTICS; RETAILING AND DISTRIBUTION ; TRANSPORT; COMMUNICATIONS TECHNOLOGIES; COMPUTERS
EVENT NAMES: TECHNOLOGY DEVELOPMENT
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9/9/32 (Item 4 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
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07589315 (THIS IS THE FULLTEXT)

Descartes Announces Collaborative Logistics Exchange; E-Business Solution To Help Increase Transportation Efficiencies Across Trading Partner Communities

BUSINESS WIRE
October 05, 1999
JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 803

WATERLOO, Ontario, Canada--(BUSINESS WIRE)--Oct. 5, 1999--

Web-Based E-Business Solution Enables **Shippers** and **Carriers** to Create Real-Time Freight Exchanges

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selection, and shipment and route optimization across common **carriers** and private fleets, considering both cost and revenue objectives. DeliveryNet.LOG also acts as a real-time command-and-control system, providing global shipment and inventory visibility and managing the dynamic information exchange between customers, suppliers, **carriers** of all modes, third-party logistics providers and other trading partners via the **Internet** .

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COUNTRY NAMES/CODES: Canada (CA)
REGIONS: Americas; North America; Pacific Rim
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9/9/26 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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03771543 Supplier Number: 45361330 (THIS IS THE FULLTEXT)
Shippers **at NASSTRAC/TW seminar concerned about impact of new deregulation laws**
Traffic World, p22
Feb 27, 1995
ISSN: 0041-073X
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1050
TEXT:

Shippers continue to be uncertain about the impact of new laws passed last year that eliminated most motor **carrier** tariff filing requirements and ended all state trucking regulation.

That concern was evident during a recent seminar, "Moving Beyond Legislation to Business Solutions," sponsored by the National Small Shipments Traffic Conference and Traffic World, Feb. 16-17 at Huntington Beach, Calif.

A panel of experts, featuring **shipper** , **carrier** and government representatives, answered specific questions regarding the new laws, but there was little unanimity of opinion.

Concerning the type of rate format that **shippers** should now use, for example, some experts suggested that contracts be used exclusively, while others recommended **shipper** -designed tariffs or simple pricing agreements with **carriers** .

Robert Bowden, director of pricing for CF MotorFreight, said it is not efficient for a **carrier** the size of CF to enter into contracts with all 200,000 of its customers, and that lower volume **shippers** who wanted a contract would have to pay for the added cost of handling their accounts. "If I were a **shipper** and had to choose between a contract or a **carrier** pricing agreement, I would choose the latter," he said.

Rick Turney, director of pricing at Overnite Transportation, thinks contracts are preferable, especially if a **shipper** is dealing with a "fringe" **carrier** . "It's one way to minimize the risk" and avoid questions about what is required in an 'unfiled" rate arena, he said.

In addition, he said, contracts can prevent other types of "gotchas" and offer an opportunity for both parties to build in barriers and safety nets.

John DuBiel of Revlon suggested that **shippers** adopt a large **carrier** 's tariff and use that as the basis for a **bidding** process. "Remove the arbitraries and write your own rules tariffs," he advised, nothing this was the process that he followed in developing a simplified pricing structure that Revlon uses with all its **carriers** .

He warned **shippers** to make certain their pricing programs tied in with overall business strategy at their company.

And, he said, never forget "the hidden agenda in everyone's business plan is reduced costs. If it costs more, no one cares about the half-day saved in transit time."

CF's Bowden encouraged everyone sitting down to write a contract to "think of the slate as being clean. Don't bring your old paradigms. Build everything brand new."

One of the most misunderstood things about contracts is that base rates may be subject to regular rate increases, Bowden said. "If base rates are to be frozen, the contract must specify that."

On the question of notice, **shippers** were reminded by NASSTRAC General Counsel Dan Sweeney that **carriers** are not required to provide copies of their tariffs, but must do so if asked. A recurring concern was whether **carriers** can make changes to these rate documents without first notifying their customers.

Stressing that CF would always notify **shippers** of rate changes, Bowden said: "Most **carriers** recognize it is not good business policy to take rate increases without advising their customers."

How they will do that is another question. While letters are preferable, some **carriers** make take out advertisements as a means of notification. "Maybe five years down the road, we'll be providing notice on the **Internet** ," he said.

This raised the question of who, within companies, receives such notifications -- the traffic manager or the accounting department? The answer: whoever is on file as the "decision maker." At CF, the notification list is compiled by taking the customer name and phone number from forms that account reps are required to file on every rate negotiation.

Similarly, **shippers** wanted to know whether sales people in the field have the authority to quote firm prices, or is confirmation from headquarters required? The advice was to get any negotiated rate in writing, preferably signed by someone in the pricing department.

"We are strong advocates of centralized pricing," said Jim Dellamaggiore, director of pricing, policy and procedures at Viking Freight System. "We feel a centralized system gives the customer a long-term quality decision. We have teams that make these decisions, and for significant accounts this frequently includes the president and general officers."

On changes in the statute of limitations, seminar participants were reminded they have 180 days to protest a charge and 18 months to bring suit. Panelists noted there is no statute of limitations on contract disputes, and state laws would apply. Since these laws can vary greatly -- it's four year in California and six in New Jersey, for example -- it may be wise to include a time limit as part of the contract terms.

On the issue of state deregulation, representatives from California and Texas reported that out-of-date trucking rules are quickly being eliminated.

"Texas is open for business,' said Mark Foster, former head of the legal section at the Railroad Commission of Texas. He noted that **shippers** and warehouse companies are opening facilities in Texas at a rapid pace.

As on Sept. 1, jurisdiction of "everything that moves on rubber" will transfer to the Texas DOT. To operate in the state, **carriers** will be required only to register and pay basic filing fees.

"In Texas there is a lot of reason to be jubilant," said Bill Huie, director of corporate transportation at Dallas-based NCH Corp., who has worked on this issue for years. "We have had no major disruptions of service and it is really nice to talk to local **carriers** like we were talking to interstate **carriers** ."

Ken Koss of the California Public Utilities Commission reported an equally smooth transition in that state, with one minor exception. The continued regulation of household goods has been interpreted as requiring regulation of any freight that requires blanketing and the moves in HHG air-ride trailers. This can include certain high-value electronic equipment, though Viking's Dellamaggiore said Viking is picking up boxed electronic equipment and treating it as general freight.

Dellamaggiore also pointed out that, under the new regime, **carriers** need to be cautious about sharing pricing information, even on class rates. If a **shipper** asks a **carrier** to take another **carrier** 's base rates and make a **bid** based on that, the **shipper** must provide the base rates, he said. "A **shipper** can give it to you if it is not copyrighted, but if you try to get it from another **carrier** , you may be in trouble."

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1731421 Supplier Number: 01731421 (THIS IS THE FULLTEXT)
RAIL-MERGER MANIA: OPPORTUNITY OR THREAT?
(The railroad industry is in the midst of a major merger trend, with 3 major mergers announced in the past 18 months)
Industry Week, v 246, n 2, p 86+
January 20, 1997
DOCUMENT TYPE: Journal ISSN: 0039-0895 (United States)
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ABSTRACT:
The railroad industry is in the midst of a major merger trend, with 3 major mergers announced in the past 18 months: Conrail Inc and CSX Corp; Burlington Northern Inc and Santa Fe Pacific Corp; and Union Pacific and Southern Pacific. Alan Courtney of APL Ltd (Oakland, CA) says the recent rail mergers share several goals: to simplify routing and interchanges; to improve transit times; to more efficiently manage equipment; to differentiate routes according to time-sensitivity of traffic; to further long-term capital improvements and expansion through economies of scale; and to permit increased competition through the offering of new, more customer-responsive products and services. Total railroad industry revenues were $31 bil in 1981 and $33 bil in 1995, according to Robert Delaney, executive VP of Cass Information Systems (St Louis, MO). Since the railroad industry was deregulated in 1980, the industry has removed from service 500,000 cars, 8,000 locomotives, 50,000 miles of track and 300,000 employees. In the last decade, railroad industry costs have declined 29%. Rail freight rates are down by 21%. Full text further discusses the railroad industry merger trend and its possible implications.

TEXT:
Will competition be a thing of the past?

By Lisa H. Harrington

Merger mania is gripping the railroad industry. In the last 18 months, three massive rail mergers have made headlines. Two are now complete. One is just getting underway.

This unexpectedly rapid rate of market-power consolidation has many people worried. Will it mean higher rates for **shippers** ? Will service deteriorate or disappear altogether in some cases? Or will the merger trend simply create a smoother, more rational rail transportation system -- something many believes is long overdue?
It's too early for answers yet. But the discussions surrounding the issue are heated and quite provocative.

The most recent chapter in the rail-merger story was the announcement by Conrail Inc. and CSX Corp. last Oct. 15 that they plan to merge. CSX is offering to pay just over $8 billion in cash and stock for Conrail, which dominates rail traffic in the U.S. Northeast. One week after the announcement, Richmond, Va.-based Norfolk Southern Corp. (NS), which has been pursuing Conrail since 1984, launched a hostile cash **bid** that topped CSX's offer by $1 billion. Subsequently, NS has twice raised its per-share offer.

The proposed merger of Conrail and CSX would combine two of the three remaining Eastern railroads and form the nation's third-largest rail **carrier** .

The Conrail-CSX merger announcement came as a shock to **shippers** and **carriers** alike -- primarily because of its timing. The Surface Transportation Board (STB), the independent agency within the U.S. Dept. of Transportation which oversees rail matters, had just given the final O.K. to the highly controversial merger of Union Pacific and Southern Pacific a month earlier. No one expected another merger proposal so soon.

The STB could begin considering the Conrail merger as early as March, assuming it receives all the necessary stockholder approvals and the matter of the Norfolk Southern's hostile **bid** is resolved. The STB could render a decision by year's end.

"This is a terrific marriage that benefits shareholders, **shippers** and the American public," said John W. Snow, chairman, president, and CEO of Richmond, Va.-based CSX in announcing the merger plan.

CSX and Conrail expect to reap some $550 million in merger-related benefits, including $200 million in higher revenue and $350 million in savings from better asset utilization, according to Conrail Chairman, President, and CEO David Le Van. CSX's Snow believes the merger will make the new company more truck competitive. Customers, he says, can anticipate more single-line service, faster transit times, and greater market reach.

For its part, Norfolk Southern is using every legal means available to block the CSX-Conrail deal and accomplish its own agenda. (At press time, NS was still in the running as a suitor.) David R. Goode, NS chairman, president, and CEO, commented, "We're in this to win. This [NS-Conrail] is a combination that would increase, not decrease competition."
CSX and Conrail are working to head off claims that their merger is anticompetitive. Goode raised this issue, asserting that CSX-Conrail would control 70% of the rail market in the region, while NS-Conrail would control only 60%.

CSX and Conrail have established a joint team "to assure that so-called two-to-one customers -- customers who are today served by only CSX and Conrail -- will fully participate in the benefits of this pro-competitive merger," the companies stated. "The joint team will meet with representatives of other major **carriers** who have expressed interest in the opportunities afforded by this process. "When the various players reach any agreements, they will be submitted to the STB as part of the merger-review process.

Norfolk Southern says that, if its **bid** is successful, it will sell off portions of Conrail to allow for competitive service.

Regardless of which suitor wins Conrail, the industry is likely to see a "bifurcation" of Northeast rail service as a result of the merger, according to John H. Winner, president of transportation consulting firm J.H. Winner Inc., Potomac, Md. "The merger terms will require some additional competitive access provided to the losing contender in order to give **shippers** alternatives," he says. "The STB could claim a victory if it opened up access in areas where is it not now available.

Other recent rail mega-mergers:

Burlington Northern-Santa Fe. Approved in July 1995, the merger of Burlington Northern Inc. and Santa Fe Pacific Corp. created a single railroad with a 31,000-mile network covering 27 states and two provinces in Canada.

Union Pacific-Southern Pacific. This merger, finalized in September 1996, created the nation's largest railroad. (UP had acquired the Chicago & North Western Railroad in May 1995.) The $5.4 billion deal was promulgated in response, to the BN-SF merger, and was designed to maintain UP's and SP's competitive positions in key markets west of the Mississippi River.

The two railroads had significantly overlapping route systems. Merging them created opportunities to cut costs and improve service through elimination of duplicative track. But because this elimination reduced many **shippers** ' **carrier** choices, the STB imposed conditions on the merger relating to trackage still being worked out between the two **carriers** , and many **shippers** are not happy with the results thus far.
What's fueling this latest merger frenzy? Economics, of course. The railroad industry is a mature sector struggling with a changing economy and zero revenue growth says Winner. Trucking competes fiercely for all rail traffic except bulk freight. In addition, changes in the way **shippers**

view transportation are forcing railroads to adapt.

" **Shippers** see transportation as a part of the total manufacturing process," Winner explains. "They're no longer just looking for a supplier for long-haul transportation, local drayage, or warehousing. Companies want to solve problems, and to do that they want to be solve problems, and to do that they want logistics service providers to perform value-added functions in addition to transportation (e.g., light manufacturing, staging delivery sequencing, etc.). **Shippers** want to know, 'How do we get these into this plant in 30-minute intervals so we can match up the red seats with the green interiors?"'

The railroad are attempting to attract this kind of freight. To do so, they must continue down the path of change they entered in 1980, when the sector was largely deregulated by Congress. Since 1980, the rail industry has not grown overall. Total revenues were $33 billion in 1995; they were $31 billion in 1981, according to Robert Delaney, executive vice president of Cass Information Systems, St. Louis.
"Since deregulation, the railroads have worked very hard at rationalizing their capacity and bringing it in line with their customer base," Delaney says. "They have removed from service 50,000 cars, 8,000 locomotives, 50,000 miles of track, and 300,000 employees. In the last decade, railroad industry costs have declined 29%. Rail freight rates with declining revenues, this statistics means the railroads have given their improvement in the form of lower freight rates."

As they move toward the future, railroads are looking for ways to further rationalize their operations. They want to wring as much efficiency as possible from their systems. That's what the merger movement is all about.

Alan Courtney, director of customer processes for steamship line APL Limited, Oakland, a big rail mergers all share several goals:

To simplify routing and interchanges.

To improve transit times.

To more efficiently manage equipment.

To differentiate manage according to time-sensitivity of traffic.
To further long-term capital improvements and expansion through economies of scale.

To permit increased competition through the offering of new, more customer-responsive products and services.

Many **shippers** have supported mergers, because they offer more direct routes among a larger network of terminals, Courtney notes. Cost savings and improved efficiencies, meanwhile, will help pay for needed capital improvements to track, terminals, switching, and electronic data interchange.

Across the country, **shippers** ' reactions to these developments have been mixed. While applauding the expanded reach and greater efficiencies achieved by the railroads, affected parties have voiced concern that:

The number of competitors on some key routes has been and will be reduced.

As routes are consolidated or dedicated to particular types of service, access to and from specific customer facilities may be limited or abandoned.
Merged "mega-railroads" will have greater ability to restrict trackage and interchange rights and/or raise charges for competitors.

Freight rates will increase to fund short-term administrative and capital merger costs.

At the same time, many **shippers** see the mergers improving access to terminals on overlapping routes where competition had previously restricted

trackage rights. The resulting rail network could be better suited to serving the needs of its customers, APL's Courtney thinks. A system built up over years of patchwork development, parochial interests, and regulation is finally being forced to become more streamlined and responsive to the changing and more sophisticated needs of **shippers** ," he says.

Economies of scale make possible infrastructure investments and improvements which otherwise might not have occurred in a timely way. And uniform electronic data interchange and documentation across a **wider network** make interchanges, intermodal transfers, equipment availability, tracing, and billing faster and simpler.

Speaking for his membership, Edward Emmett, president of the Arlington, Va.-based National Industrial Transportation League (NITL), the nation's oldest **shippers** ' organization, says, "While **carrier** consolidation in and of itself is not necessarily bad, **shippers** , are extremely worried about whether rail-to-rail competition will disappear if this trend continues. They are afraid of being at the mercy of a single **carrier** that charges whatever it wants for its service."

Dana Burleigh Jr., manager of transportation for Bowater Inc.'s Great Northern Paper Inc., Millinocket, Maine, echoes many of Emmett's observations. Great Northern ships 550,000 tons of paper-newsprint, directory, and other kinds of papers out of its two Maine paper plants each year. About 60% (330,000 tons) moves by rail.

"The UP-SP merger was beneficial to **shippers** for the sole reason that SP was struggling," Burleigh says. "The merger made a very strong railroad out of the two companies." That's not the case with the Conrail-CSX deal, he says. "We're talking about two very strong railroads, and I'm not sure there will be benefits for **shippers** . Yes, there may be some advantages in certain lanes with trackage rights [granted to another **carrier**]. But the merger will decrease overall competition."

And Burleigh wonders what the Conrail merger will do to his rates. "Will the new company have to raise my rates to pay for the merger?" he asks. "If this **bidding** war continues, the money to pay for it has to come from somewhere, and I'm afraid some of it will come from my company."

One of the reasons Emmett, Burleigh, and others find the rail mergers so unsettling is that they don't trust the current regulatory mechanism -- the STB -- to protect them. "We don't mind the railroads having these large franchise as long as someone protects us from abuse." says Emmett. "Unfortunately, the STB's record on protecting **shippers** so far has been miserable. The board refuses to look at the whole picture of rail competition when it considers these mergers. It's looking at deals in isolation, and that's driving **shippers** crazy."

Shippers aren't the only ones concerned about the STB's responsiveness to competitive issues. The Clinton Administration has openly questioned the board's ability to protect rail **shippers** ' interests. As a regulatory mechanism, notes Winner, the STB "doesn't have as many teeth as the old ICC and may not have enough to deal with these very large-scale consolidations."

Add to this the fact that, according to rail economist Robert Banks, CEO of Washington-based R.L. Banks & Associates Inc., the STB is a highly politicized body that is receptive to popular ideas, pressures from politicians, and other influential interests. "If this whole matter were in the hands of the Dept. of Transportation and the Justice Dept., it would be quite different," Banks notes.

What impact will the rail mergers ultimately have on transportation and logistics? In the near term, there may be rail industry if enough **shippers** feel they are being abused. "I wouldn't be surprised to see some attempts in Congress at reregulation," Winner says. "But the appetite for reregulation is not very strong. The biggest fears people have of railroads creating mischief through market domination have not come to fruition." Cass Information's Delaney agrees with this argument, noting

that the financial numbers would have to change radically to support claims of market power abuse. Railroads currently earn about a 10% return on investment; their customers generally earn about 15%.

In the long run, most observers believes the U.S. will end up with just two Class I (large) railroads. There would also be 500 to 1,000 short-line railroads operating locally. These short lines would be well-run, high-service railroads that perform a number of value-added services for their customers, Banks believes. The mega-railroads would then focus on long-haul moves and service in specific industries.
Faced with the prospect of two mega-railroads, Burleigh comments, "Part of me says, 'Maybe that's good. They resources and financing, maintain their equipment and track better, and give me better service.' But I still get nervous about decreasing competition. It limits my options."

Winner is optimistic that the surviving railroads will not abuse their market power. "I do not think that five years from now, we'll have two monolithic railroads that jack up prices so much the economy will shut down," he says. "The market is far too competitive, and other players are too smart for that to occur."

When all is said and done, it appears that these rail mergers are an economic evolution that won't be stymied. Given this fact, **shippers** that are truly dependent on rail will have to learn to get along with their **carriers** . "They should buy enough stock in that railroad so they can get on the board," suggests Delaney. "Or they should invite the railroad to be on their board. If you're that dependent on each other for survival, then you ought to be on each other's boards and tell each other what you need. Working together is the only solution."

NITL's Emmett sums up the situation this way: "The railroad industry is in a very critical time. If it recognizes the need to partner with its customers and does not view its customers as captive cash cows, then I think the situation can be worked out, and we can have a rail system that works for everyone."

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INDUSTRY NAMES: Railways; Transportation
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GEOGRAPHIC NAMES: North America (NOAX); United States (USA)
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1915641 Supplier Number: 01915641 (THIS IS THE FULLTEXT)
GEN Sharpens ProVision
(GEN Logistics Systems introducing ProVision Network Version 2.0)
Traffic World, v 6, n 251, p 49
August 11, 1997
DOCUMENT TYPE: Journal ISSN: 0041-073X (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 568

ABSTRACT:
GEN Logistics Systems (Bethel, CT) is introducing ProVision Network Version 2.0, its intranet-based logistics service for the shipping industry. The new version offers the ability to buy cargo insurance online; to make payments to **carriers** directly through GEN Logistics; and to generate reports on ProVision usage. Customers only need a **Web browser** to access the service, making the system very scalable. Besides membership and access fees, users must pay posting fees and commissions based on the number of loads successfully moved, miles traveled or trailers loaded.

TEXT:
BY WILLIAM B. CASSIDY
New features added to intranet load-matching

GEN Logistics Systems, Bethel, Conn., has added new services to enhance its proprietary ProVision Network, which links **shippers** , **carriers** and brokers.

Version 2.0 includes ProVision LoadGuard, which lets **shippers** purchase cargo insurance online; GEN Direct Payment Processing, which lets **shippers** make payments to **carriers** directly through GEN Logistics; and ProVision Management Reporting, which gives customers comprehensive reports on their ProVision usage.

The company also introduced a high-capacity network connection for customers with high transaction volumes. The dedicated connection can be set up for one computer or for a local area network and requires a leased line.

GEN Logistics is a transportation broker that provides an online load-matching service for its **shipper** and **carrier** members. Although it uses web-based software and technology, it differentiates itself from competitors by keeping its traffic off the global **public** computer **network** . ProVision customers are part of a large multicorporation "intranet" or "extranet" built on an AT&T Corp. frame-relay network. That combines the security of a private network with the ease-of-use of web-based software, the company said. It also can make transmission of data much fasten

The company has built a "thin-client" network. All the ProVision modules run on computers at GEN Logistics' Bethel headquarters. "The only thing we install on our customers' computers is the **web browser** ;' said Maria Barringhaus, vice president of marketing. "That allows us to make a lot of dynamic changes to our software." It also makes the system very scaleable -- companies as small as 10-truck fleets can access it as easily as large manufacturers or third-party logistics companies.

GEN Logistics, founded by entrepreneur Douglas A. Ridout in 1996, launched the ProVision Network in April with midsized **shippers** , truckload **carriers** and intermediaries in mind. "We're targeting **carriers** with 10 or more trucks and manufacturers," Barringhaus said. At its core are three basic modules: ProVision for **Shippers** , ProVision for **Carriers** and ProVision Total Access.

The first module lets **shippers** post loads, review **bids** and select **carriers** . Trucking companies, likewise, can post available equipment and

search for cargo by origin, destination or equipment type. The **carrier** module also features lane balancing and reload functions to help fleets improve the utilization of their vehicles.

ProVision Total Access combines elements of both modules to let brokers post loads for national and regional **shippers** while **bidding** on loads for their **carrier** partners.

The new enhancements expand on that base. LoadGuard lets **shippers** buy insurance coverage for all types of commodities through ProVision. A contract with fully disclosed conditions lets **shippers** select coverage for individual shipments. The insurance is provided through J&M Marsh & McLennan, Eastern Marine Underwriters and GRE Insurance Group. ProVision members can receive instant insurance quotes and ready-to-print certificates.

GEN Direct lets **shippers** make **carrier** payments directly to GEN Logistics. Otherwise, they use the CASS payment method through ProVision's automated payment system.

The new reporting feature lets **carriers** and **shippers** review data such as completed jobs, **bid** amounts, freight routes, commodity specifications and load postings.

The company, which now has about 500 customers, is working on three additional releases for 1997 and early 1998, Barringhaus said.

To become ProVision members all companies pay a $1,200 membership fee. After that they pay additional access fees based on the number of transactions per month. Companies also pay posting fees and commissions based on the number of loads successfully moved, miles traveled or trailers loaded.

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COMPANY NAMES: GEN LOGISTICS SYSTEMS
INDUSTRY NAMES: Information industry; Online services
PRODUCT NAMES: On-line service providers (737500)
CONCEPT TERMS: All product and service information; Product introduction
GEOGRAPHIC NAMES: North America (NOAX); United States (USA)
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2085266 Supplier Number: 02085266 (THIS IS THE FULLTEXT)
InterTrans, TanData Form Partnership
(TanData and InterTrans Logistics Solutions have joined to add web-enabled shipment rating and tracking capabilities to InterTrans' supply-chain software line)
Traffic World, v 9, n 253, p 45
March 02, 1998
DOCUMENT TYPE: Journal ISSN: 0041-073X (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 352

TEXT:
Software companies to blend **web** -based rate **servers** , transportation software

InterTrans Logistics Solutions and TanData Corp. have joined to add web-enabled shipment rating and tracking capabilities to InterTrans' supply-chain software line.

ITLS will integrate parcel and air freight Rate Servers from TanData's Progistics CS into its Transportation Manager application, the companies announced at the recent ITLS annual user conference in Clearwater, Fla.

The partnership adds greater **Internet** capability to the ITLS product line and gives it a better shot at the parcel and air freight market, according to both companies.

"The integration of TanData's software with our Transportation Manager will enhance our capabilities in high value transportation modes such as parcel and air freight, which will in turn strengthen our ability to serve industries such as high technology," said John Foresi, president and chief executive officer of ITLS.

Progistics CS is a Java-based shipping application that includes rate servers for various **carriers** , including United Parcel Service, DHL, Airborne Express, Emery Worldwide and BAX Global.

InterTrans' Transportation Manager is a transportation management system that handles activities from customer service and order management through financial settlement and performance measurement. Until last month, it was known as Venture Freight Management and Venture Third Party Logistics.

ITLS renamed several of its applications last month, dropping the "Venture" brand name in favor of "InterTrans," Individual product names were changed to better reflect their function, the company said. Venture Freight Optimizer, for example, has been split into two products: Transportation Optimizer and Transportation Modeler. The InterTrans line also includes Supply Chain Strategist and a new program, **Carrier** **Bid** Optimizer.

The new program was described as a transportation purchasing and collaborative asset planning tool for **shippers** and **carriers** . "This strategic decision tool is meant for period use in transportation contract negotiations," the software company said.

Shippers will use the program to analyze and forecast their transportation needs, and then present those needs to **carriers** as a set of requirements. **Carriers** will use the program to determine the best use of their assets. InterTrans plans to integrate CBO with its other enterprise transportation management software in mid-1998.

by William B. Cassidy

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COMPANY NAMES: INTERTRANS LOGISTICS SOLUTIONS; TANDATA CORP

INDUSTRY NAMES: Applications software; Information industry; Online services; Software
PRODUCT NAMES: Business software packages NEC (737275); On-line service providers (737500)
CONCEPT TERMS: All company; Joint venture
GEOGRAPHIC NAMES: North America (NOAX); United States (USA)
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2222686 Supplier Number: 02222686 (THIS IS THE FULLTEXT)
On-Line Matching Service Started
(Bids **Inc launches CompuShip** Internet **site for** shippers **and** carriers)
Logistics Management & Distribution Report, v 37, n 8, p 96
August 1998
DOCUMENT TYPE: Journal ISSN: 1089-537X (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 127

TEXT:
Shippers now have another online option in their search for **carriers** . A Connecticut company has launched "CompuShip" (www.compuship.com), an interactive **Internet** site that lets **shippers** and **carriers** conduct business online.

Bids Inc. of Bridgeport, Conn., says **shippers** using its site will be able to submit **bids** and receive freight quotes without markups. "CompuShip will redefine the way companies ship and, in turn, will blast the transportation industry into the powerful world of the **Internet** ," says **Bids** CEO Paul Clayton.
Shippers and **carriers** can register free for the online service. **Shippers** , however, will pay a $20 charge when they book and ship through CompuShip. In addition, at the end of the month, **carriers** will pay a service fee of 1 percent of the business obtained through the service.

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COMPANY NAMES: **BIDS** INC
INDUSTRY NAMES: Information industry; Online services
PRODUCT NAMES: On-line service providers (737500)
CONCEPT TERMS: All product and service information; Product introduction
GEOGRAPHIC NAMES: North America (NOAX); United States (USA)
?